

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Valtimet, Inc.

#### Tennessee Manufacturing Extension Partnership

#### TMEP Helps Valtimet Develop Alternate Test Methods for Its Products

##### Client Profile:

Valtimet, Inc., is the single U.S. manufacturing operation of a multi-national company. The facility, located in Morristown, Tennessee, employs 98 people in the manufacture of high precision titanium and stainless steel tubing, including the forming of titanium tubing for highly critical applications. Its customers include the power generation, desalination, chemical, petrochemical processing, and automotive industries. This site has been in operation since 1990, with sister plants in France and China. The company is publicly held.

##### Situation:

Valtimet customers had increasingly demanded alternative methods of determining tubing leaks and other factors concerning their products. Because they are largely a production site and not a research and development site, this plant sought the assistance of the Tennessee Manufacturing Extension Partnership (TMEP), a NIST MEP network affiliate, to help find alternative, non-destructive methods for testing and evaluating their products in order to gain a more competitive edge in the marketplace.

##### Solution:

Valtimet Technical Manager, Dave Littleton, contacted TMEP's Field Consultant, C. James Slizewski, and requested assistance in determining alternative methods for testing, evaluating, and otherwise validating the company's products. Mr. Littleton and Mr. Slizewski determined that computer modeling and other modeling/simulation methods could be used to develop theoretical, baseline data that would help meet existing customers' needs and that might prove attractive to new customers of the company. Mr. Slizewski arranged for Dr. Frank Speckhart of the University of Tennessee's College of Engineering to work with the company. Working together, Dr. Speckhart and Valtimet personnel were able to devise a model that would accurately predict the performance of Valtimet's products in actual use.

##### Results:

- \* Developed new test methods to accurately predict performance of company products.
- \* Increased sales by \$500,000, of which 80 percent is export sales to customers outside the U.S.
- \* Achieved a more competitive and profitable position.

##### Testimonial:

"This work gave us a theoretical baseline for this test method. The work will help us to obtain orders from customers wanting an alternate test method. The program provided by TMEP is very helpful."

Dave Littleton, Technical Manager

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